TP700
.A5

A

ABELL, H. C.—
Public Relations of Public Utilities.... 441

ACCOUNTING—
Story of the Gas Bill, The 351
Uniform Classification of Accounts 245

ADVERTISING—
Advertising and Customer Ownership of Public Utilities 521
Advertise "Your Gas Service" 270
Advertising the Public Service Industry. 497
Building Business in January 5
Combating the Post-Holiday Slump 3
Effective Appeals in Advertising 173
Gas Company Advertising and the Public 177
Getting Women to Write Your Ads.... 380
How Attacks Affect the Gas Industry.. 373
Newspaper Advertising for Gas Companies 90
Persistent Advertising Necessary 87
Portlandt, Ore., Initiative 376
Power of Advertising, The 93
Public Utilities Advertise Your City 493
Salesman Must Know the Goods 465
Special Easter Window Displays Pay Dividends 94
Treatise on Advertising, A 281
Unique Educational Propoganda and Advertising 479
Why Not More Carnival and April Fool Displays? 176
Why Public Utilities Should Advertise. 541

ANNIVERSARIES—
Centennial Anniversary of New York City's Gas Industry 298
New York City Gas Service 100 Years Old 275

AS THE JOURNAL VIEWS IT—
Action in New York Legislature 335
A. G. A. and the Prosperity of the Industry, The 97
A. G. A. Committee Offers Splendid Suggestions 11
American Gas Catalog and Directory for 1923, The 53
Announcement 429
Are You Looking Ahead? 501
Association Announces Prize Contest .. 33
Atlantic City in 1923 163
Burdick Article, The 225
Career in the Public Utility Field, A .. 293
Col. Fogg Honored 359
Co-operation Between Plumber and Gas Company 53
Co-operation in Our Industry 247
Co-operating with the Accounting Department 315
Co-operation with the Manufacturers of Gas Burning Appliances 183
1923 Daily Issues, The 119
Development of Gas Industry 429
Dollar Gas Bill in N. Y. State Legislature, A 141
Expert to Write for Journal 247
Facts 183
Gas Courses in Various Colleges 453
Gasmen Again Prove Their Loyalty 407
Gas Versus Electricity 225
Getting Ideas Abroad 269
Graphic Stunt, A 163
Hearst in the Utility Field 385
Hearst Denies Public Utility Purchase.. 429
Help from the Outside 247
Industrial Gas an Agent for Good Will.. 547
Industrial Gas Section to be Organized.. 477
Interesting the Woman in Gas 477
Legislating Nature 453
Light in the Darkness 203
Misleading Headlines 527
Municipal Ownership Again to the Front 33
National Advertising Clubs Meeting at Atlantic City 429
New Recruits for the Gas Industry 501
N. Y. Consolidated Annual Report 73
One Hundred Years of Gas in New York City 269
Oppressive Law, An 407
Plan Now for Summer Business 293
Precautionary Measures 73
Prosperity Sweeping the Nation 359
Preparing the 1923 American Gas Catalog and Directory 119
Publicity That Harms 547
Sales as Good Will Builders 385
Salesman as a Pioneer, The 477
Spirit is There, The 335
Springfield Explosion, The 141
Tax Exempt Securities 225
Uniform Regulation 269
Using the Radio 11
Utilities Make for Progress 507
Value of Advertising, The 97
Value of Demonstrations 11
Value of Publicity, The 315
Winning Success by Kindness 567

ASSOCIATIONS—
A. G. A. Committees in Midyear Meeting 302
A. G. A. Seeks Vote on Place of Next Convention 67
Can Electricity Replace Gas for Domestic Use? 222
1923 Convention in Atlantic City 153
Eight Hundred Attend Eastern States Conference 322
Formation of the Public Utilities Advertising Association 499
Gas Sales Association of New England. 427
Greater Participation of Engineers in Public Life is Urged 387
Important Plans Outlined for Fifth Annual Convention of American Gas Association 568
Industrial Gas Section Organized 506
Joint Meeting of Southwestern Public Service Ass'n and South Central Gas Ass'n at Fort Worth, Texas 461
"Kid" Service Wins in Third on Foul.. 159
New England Association in Annual Convention 143
N. Y. State Gas Men Hold Meeting 415
Operation of the Information Bureau of Public Utilities, The 540
Record Attendance at New Jersey Association Meeting 57
Southern Gas Men Hold 15th Gathering 362
Wisconsin Association in Annual Convention Hears Plans for Development Work 276

ATWOOD, B. H.—
How to Sell Automatic Water Heaters.. 353

B

BEEBE, A. M.—
Removing Dust from Water-Gas Blast Gas 523

BIRD, V. E.—
Predicts Great Growth for Industry 242

BRENNER, ERWIN C.—
Notes on a Rotary Displacement Station Meter 313

BULLARD, J. E.—
One Way to Solve the House Heating Problem 305
People Believe What They Want To .. 111
Sell Gas As a Superior Fuel 474

BUTTERWORTH, WILLIAM C.—
Gas Making from Mixed Coals 495

BURDICK, R. H.—
Analysis 213

C

CARBONIZATION—
Low Temperature Carbonization 561

CARMICHAEL, JOE—
Advertising Utilities 478

CARPENTER, WM. M.—
Possible Gas Sales in the Domestic Heating Field 450

CLISHAM, O. C.—
Grid Condenser Design 517

COAL—
Coal Gas Plants Use Only 1% of Coal Consumed 52

COKE—
The Chemistry of the Coking Process .. 63

COMMISSIONS—
Indiana Governor Sees Need of P. S. Commissions 133

CONSUMPTION—
Seek Statistics on Appliance Consumption 54

COOPER, STUART—
The Question of Space Heating 564

CURTIS, A. G.—
Relations of Employee and Public 25

D

DENCH, ERNEST A.—
Special Easter Window Displays Pay Dividends 94
Why Not More Carnival and April Fool Displays? 176

DERWENT, W. E.—
Manufacturers Relation to Sales Department 294

DILLON, J. B.—
Building Business in January 5
Paths Leading to Increased Sales 286
Power of Advertising, The 92
Salesman Must Know the Goods 465

DISTRIBUTION—
Age, Service Charges and Proof of Gas Meters 430
Development of Retort House Governors. 348
Distribution Problems of Mains, Meters and Services 526
Flow of Gas Through Orifices 23
Meter and the Consumer, The 414
Meter Deposits and Meter Corrosion.. 446
Meter Shop of Novel Design, A 489
Mixing Manufactured and Natural Gas in Buffalo 397
Notes on a Rotary Displacement Station Meter 313
Transmitting Water Gas Under High Pressure 239
"Why of the Gas Meter," The 307

DUNKLEY, W. A.—
Transmitting Water Gas Under High Pressure 239

E

ECKENROTH, H. E.—
Gas Equipment Solves a Difficult Heating Problem 113

EDUCATION—
Industrial Gas Salesmen's Course at Mass. Institute of Technology 459
Operation of the Information Bureau of Public Utilities, The 540

EXPLOSION IN SPRINGFIELD PLANT KILLS THREE 117

F

FARRINGTON, FRANK—
One Minute, Please!—10, 96, 182, 292, 384, 476.

FINANCIAL—
Advertising and Customer Ownership of Public Utilities 521
N. Y. Consolidated Gas Co. Earned $31,827,629 69
Public Utility Securities 330

FOGG, COLONEL, AWARDED DISTINGUISHED SERVICE MEDAL ... 350

FOREIGN—
The Gas Industry in Argentina 345
The Gas Industry in England (Part I—Selling Gas as a Commodity) 43
The Gas Industry in England (Part II—Regulation of Gas Enterprises) 109
The Gas Industry in England (Part III—Efficiency and Economy in Operation) 193
How "Juniors" Help Gas Industry in Britain 134

FUEL—
Effect of Fuel Situation on Gas Industry 34
Fuel of the Future, The—What Shall it Be? 557
Gas or Lignite, the Fuel of the Future? 257

FULWEILER, W. H.—
Meter Deposits and Meter Corrosion 446
Naphthalene: Its Occurrence and Removal 354

G

GADSDEN, P. H.—
Newspapers Most Effective Publicity Medium 329

GEIGER, CHARLES W.—
Meter Shop of Novel Design, A 489

GINSBERG, ISMAR—
Fuel of the Future, The—What Shall it Be? 557
Harmful Publicity 537

H

HARTE, H. BLACKBURN—
The Gas Industry in England (Part I—Selling Gas as a Commodity) 43
The Gas Industry in England (Part II—Regulation of Gas Companies) 109
The Gas Industry in England (Part III—Efficiency and Economy in Operation) 193

HARTOG, JOHN H.—
Treatise on Advertising, A 281

TP700
.A5

A

ABELL, H. C.—
Public Relations of Public Utilities.... 441

ACCOUNTING—
Story of the Gas Bill, The 351
Uniform Classification of Accounts 245

ADVERTISING—
Advertising and Customer Ownership of Public Utilities 521
Advertise "Your Gas Service" 270
Advertising the Public Service Industry. 497
Building Business in January 5
Combating the Post-Holiday Slump 3
Effective Appeals in Advertising 173
Gas Company Advertising and the Public 177
Getting Women to Write Your Ads.... 380
How Attacks Affect the Gas Industry.. 373
Newspaper Advertising for Gas Companies 90
Persistent Advertising Necessary 87
Portlandt, Ore., Initiative 376
Power of Advertising, The 93
Public Utilities Advertise Your City 493
Salesman Must Know the Goods 465
Special Easter Window Displays Pay Dividends 94
Treatise on Advertising, A 281
Unique Educational Propoganda and Advertising 479
Why Not More Carnival and April Fool Displays? 176
Why Public Utilities Should Advertise. 541

ANNIVERSARIES—
Centennial Anniversary of New York City's Gas Industry 298
New York City Gas Service 100 Years Old 275

AS THE JOURNAL VIEWS IT—
Action in New York Legislature 335
A. G. A. and the Prosperity of the Industry, The 97
A. G. A. Committee Offers Splendid Suggestions 11
American Gas Catalog and Directory for 1923, The 53
Announcement 429
Are You Looking Ahead? 501
Association Announces Prize Contest .. 33
Atlantic City in 1923 163
Burdick Article, The 225
Career in the Public Utility Field, A .. 293
Col. Fogg Honored 359
Co-operation Between Plumber and Gas Company 53
Co-operation in Our Industry 247
Co-operating with the Accounting Department 315
Co-operation with the Manufacturers of Gas Burning Appliances 183
1923 Daily Issues, The 119
Development of Gas Industry 429
Dollar Gas Bill in N. Y. State Legislature, A 141
Expert to Write for Journal 247
Facts 183
Gas Courses in Various Colleges 453
Gasmen Again Prove Their Loyalty 407
Gas Versus Electricity 225
Getting Ideas Abroad 269
Graphic Stunt, A 163
Hearst in the Utility Field 385
Hearst Denies Public Utility Purchase.. 429
Help from the Outside 247
Industrial Gas an Agent for Good Will.. 547
Industrial Gas Section to be Organized.. 477
Interesting the Woman in Gas 477
Legislating Nature 453
Light in the Darkness 203
Misleading Headlines 527
Municipal Ownership Again to the Front 33
National Advertising Clubs Meeting at Atlantic City 429
New Recruits for the Gas Industry 501
N. Y. Consolidated Annual Report 73
One Hundred Years of Gas in New York City 269
Oppressive Law, An 407
Plan Now for Summer Business 293
Precautionary Measures 73
Prosperity Sweeping the Nation 359
Preparing the 1923 American Gas Catalog and Directory 119
Publicity That Harms 547
Sales as Good Will Builders 385
Salesman as a Pioneer, The 477
Spirit is There, The 335
Springfield Explosion, The 141
Tax Exempt Securities 225
Uniform Regulation 269
Using the Radio 11
Utilities Make for Progress 507
Value of Advertising, The 97
Value of Demonstrations 11
Value of Publicity, The 315
Winning Success by Kindness 567

ASSOCIATIONS—
A. G. A. Committees in Midyear Meeting 302
A. G. A. Seeks Vote on Place of Next Convention 67
Can Electricity Replace Gas for Domestic Use? 222
1923 Convention in Atlantic City 153
Eight Hundred Attend Eastern States Conference 322
Formation of the Public Utilities Advertising Association 499
Gas Sales Association of New England. 427
Greater Participation of Engineers in Public Life is Urged 387
Important Plans Outlined for Fifth Annual Convention of American Gas Association 568
Industrial Gas Section Organized 506
Joint Meeting of Southwestern Public Service Ass'n and South Central Gas Ass'n at Fort Worth, Texas 461
"Kid" Service Wins in Third on Foul.. 159
New England Association in Annual Convention 143
N. Y. State Gas Men Hold Meeting 415
Operation of the Information Bureau of Public Utilities, The 540
Record Attendance at New Jersey Association Meeting 57
Southern Gas Men Hold 15th Gathering 362
Wisconsin Association in Annual Convention Hears Plans for Development Work 276

ATWOOD, B. H.—
How to Sell Automatic Water Heaters.. 353

B

BEEBE, A. M.—
Removing Dust from Water-Gas Blast Gas 523

BIRD, V. E.—
Predicts Great Growth for Industry 242

BRENNER, ERWIN C.—
Notes on a Rotary Displacement Station Meter 313

BULLARD, J. E.—
One Way to Solve the House Heating Problem 305
People Believe What They Want To .. 111
Sell Gas As a Superior Fuel 474

BUTTERWORTH, WILLIAM C.—
Gas Making from Mixed Coals 495

BURDICK, R. H.—
Analysis 213

C

CARBONIZATION—
Low Temperature Carbonization 561

CARMICHAEL, JOE—
Advertising Utilities 478

CARPENTER, WM. M.—
Possible Gas Sales in the Domestic Heating Field 450

CLISHAM, O. C.—
Grid Condenser Design 517

COAL—
Coal Gas Plants Use Only 1% of Coal Consumed 52

COKE—
The Chemistry of the Coking Process .. 63

COMMISSIONS—
Indiana Governor Sees Need of P. S. Commissions 133

CONSUMPTION—
Seek Statistics on Appliance Consumption 54

COOPER, STUART—
The Question of Space Heating 564

CURTIS, A. G.—
Relations of Employee and Public 25

D

DENCH, ERNEST A.—
Special Easter Window Displays Pay Dividends 94
Why Not More Carnival and April Fool Displays? 176

DERWENT, W. E.—
Manufacturers Relation to Sales Department 294

DILLON, J. B.—
Building Business in January 5
Paths Leading to Increased Sales 286
Power of Advertising, The 92
Salesman Must Know the Goods 465

DISTRIBUTION—
Age, Service Charges and Proof of Gas Meters 430
Development of Retort House Governors. 348
Distribution Problems of Mains, Meters and Services 526
Flow of Gas Through Orifices 23
Meter and the Consumer, The 414
Meter Deposits and Meter Corrosion.. 446
Meter Shop of Novel Design, A 489
Mixing Manufactured and Natural Gas in Buffalo 397
Notes on a Rotary Displacement Station Meter 313
Transmitting Water Gas Under High Pressure 239
"Why of the Gas Meter," The 307

DUNKLEY, W. A.—
Transmitting Water Gas Under High Pressure 239

E

ECKENROTH, H. E.—
Gas Equipment Solves a Difficult Heating Problem 113

EDUCATION—
Industrial Gas Salesmen's Course at Mass. Institute of Technology 459
Operation of the Information Bureau of Public Utilities, The 540

EXPLOSION IN SPRINGFIELD PLANT KILLS THREE 117

F

FARRINGTON, FRANK—
One Minute, Please!—10, 96, 182, 292, 384, 476.

FINANCIAL—
Advertising and Customer Ownership of Public Utilities 521
N. Y. Consolidated Gas Co. Earned $31,827,629 69
Public Utility Securities 330

FOGG, COLONEL, AWARDED DISTINGUISHED SERVICE MEDAL ... 350

FOREIGN—
The Gas Industry in Argentina 345
The Gas Industry in England (Part I—Selling Gas as a Commodity) 43
The Gas Industry in England (Part II—Regulation of Gas Enterprises) 109
The Gas Industry in England (Part III—Efficiency and Economy in Operation) 193
How "Juniors" Help Gas Industry in Britain 134

FUEL—
Effect of Fuel Situation on Gas Industry 34
Fuel of the Future, The—What Shall it Be? 557
Gas or Lignite, the Fuel of the Future? 257

FULWEILER, W. H.—
Meter Deposits and Meter Corrosion 446
Naphthalene: Its Occurrence and Removal 354

G

GADSDEN, P. H.—
Newspapers Most Effective Publicity Medium 329

GEIGER, CHARLES W.—
Meter Shop of Novel Design, A 489

GINSBERG, ISMAR—
Fuel of the Future, The—What Shall it Be? 557
Harmful Publicity 537

H

HARTE, H. BLACKBURN—
The Gas Industry in England (Part I—Selling Gas as a Commodity) 43
The Gas Industry in England (Part II—Regulation of Gas Companies) 109
The Gas Industry in England (Part III—Efficiency and Economy in Operation) 193

HARTOG, JOHN H.—
Treatise on Advertising, A 281

HEATING—
Gas Equipment Solves a Difficult Heating Problem 113
Heat Water With Gas 404
House Heating with Gas, Coal and Oil 310
One Way to Solve the House Heating Problem 305
Possible Gas Sales in the Domestic Heating Field 450
HEILMAN, PROF. RALPH E.—
Public Utility Securities 330
HILL, J. B.—
Gas Rate Schedule, A 406
HODGE, WM. H.—
Advertising and Customer Ownership of Public Utilities 521
HODGE, EARL W.—
Operation of the Information Bureau of Public Utilities, The 540

I

INDUSTRIAL—
Analysis of the House Heating Load, An 409
Bucking Competition to Get Industrial Business 266
Industrial Gas Salesmanship 201
Industrial Gas Section Organized 506
Manufacture of Dry Color with Industrial Gas 520
Obtaining Correct Gas and Air Ratios for Combustion 325
Question of Space Heating, The 564
Sell Gas as a Superior Fuel 474
Tells Commerce Chamber of Utility Service 137
V. E. Bird Predicts Great Growth for Industry 242

J

JACKSON, CARL D.—
Home Rule Versus State Regulation.... 115
JONES, JACOB B.—
"Why Should Consumers Purchase Automatic Hot Water Service?" 327

K

KENNEN, W. E.—
Development of Retort House Governors 348

L

LARAWAY, JONAS A.—
The Plumber's Viewpoint of Co-operation 162
LEGISLATION—
Governor Smith Signs Dollar Gas Bill.. 504
Introduce Drastic Home Rule Measure in N. Y. State 228
Men Who Will Make Utility Laws in New York City 51
New York State Commission Makes Annual Report 31
New York State Legislature Activities.. 69
Utilities Bill Introduced in New York State Legislature 199
Would Oust Present N. Y. State Commission 154
LESLIE, HAROLD—
How to Put Over House-to-House Campaign 237
LIERG, FRIEDRICH—
Chemistry of the Coking Process, The.. 63
LINDLEY, CALVIN—
Getting Women to Write Your Ads 380
LINTON, S. E.—
Practical Suggestions for Rate Cases.... 421

M

MANAGEMENT—
Americanization Work Amongst Employees Proves Successful 211
Analysis 213
C. L. Kirk Appointed General Manager of Citizens Gas Company 365
Development of the Gas Industry, The .. 417
Economic Problem of the Gas Business 366
Gas Rate Schedule, A 406
Humanizing the Corporation 157
People Believe What They Want To.. 111
So. Counties Co. in Splendid Condition.. 296
To Build Good Will 165
What the Public Thinks of Our Appliance Departments 98
MANUFACTURE—
Chemistry of the Coking Process, The .. 63
Gasification of Low Calorific Combustibles 246
Gas Making from Mixed Coals 495
Grid Condenser Design 517
House Heating with Gas, Coal and Oil.. 310
Low Temperature Carbonization 561
Making Mixed Gas in Horizontal Retorts 443
Meter Deposits and Meter Corrosion.... 446
Modern Plant Practice 452
Naphthalene: Its Occurrence and Removal 354
New Apparatus for Gas Analysis 491
New Bedford to Have Oil Gas Plant.. 129
Removing Dust from Water-Gas Blast Gas 523
Removing Naphthalene from Gas 545
Steam Requirements at a Gas Works.. 399
Use of Coke Breeze in Conjunction with Illuminating Gas, The 317
MARSHALL, F. L.—
Economic Problem of the Gas Business. 366
MATLACK, WM. H.—
Here and There in Selling—7, 99, 179, 288, 382, 471.
MATTHEWS, J. HOWARD—
Factors and Grading of Gas Service.... 259
MERCHANDISING—
Business Men Discuss Appliances..... 1
Business Versus More Business 285
Co-operation in Selling Gas Appliances.. 333
Dealer and Gas Company Co-operation.. 468
Direct Consumer Selling 237
Discuss Co-operation Between Industry and Plumbers 47
Getting More Women into the Salesroom. 467
Hot Water Heaters for Summer Use.. 379
How to Sell Automatic Water Heaters.. 353
Making Gas Appliances Stay Sold 386
Making Sales in House-to-House Canvassing 470
Manufacturers Relation to Sales Department 294
Paths Leading to Increased Sales 286
Plumber's Viewpoint of Co-operation, The 162
Sell Gas as a Superior Fuel 474
Spring Good Time to Sell Gas Ranges.. 89
Stunts That Have Made Sales 377
Successful Early Spring Gas Range Sale 283
Use These Spring-Time Promotion Stunts 175
"Why Should Consumers Purchase Automatic Hot Water Service?" 327
Working with the Plumber 160
MERRILL, ROBERT S.—
How Attacks Affect the Gas Industry .. 373
MULLANEY, BERNARD J.—
Advertising the Public Service Industry. 497

N

NAILE, WILLIAM—
Distribution Problems of Mains, Meters and Services 526
NORTON, H. A.—
Age, Service Charges and Proof of Gas Meters 430

O

OLSEN, EDWARD—
Modern Plant Practice 452
OTTERBEIN, E. J.—
Making Gas Appliances Stay Sold 386
OWNERSHIP—
Home Rule Versus State Regulation .. 115

P

PAIGE, C. E.—
Industrial Gas Salesmanship 201
PUBLICITY—
Advertising Utilities 478
Harmful Publicity 537
How Attacks Affect the Gas Industry .. 373
Newspapers Most Effective Publicity Medium 329
PUBLIC RELATIONS—
Public Relations of Public Utilities 441
Relations of Employee and Public 25
PUBLIC UTILITIES SECURITIES MARKET REPORT—14, 38, 56, 79, 104, 123, 146, 166, 186, 206, 232, 252, 274, 300, 321, 344, 369, 391, 416, 460, 480, 500, 529, 550, 574.

R

RATES—
Court Upholds Referee in Indianapolis Rate Case 267
Finds Indianapolis Rate Confiscatory.... 27
Gate Rate Schedule, A 406
Indianapolis Gas Case May Go Back to Commission 131
Practical Suggestions for Rate Cases.... 421
Public Service Commission Approves New Rate Schedules 575
REEDER, M. F.—
Uniform Classification of Accounts 243
RISLEY, CHAS. M.—
Meter and the Consumer, The 414
RUF, J.—
Making Mixed Gas in Horizontal Retorts 443

S

SCHALLER, DR. K. A. and BERNDT, DR. W.—
New Apparatus for Gas Analysis 491
SCHMIDT, A. W.—
Story of the Gas Bill, The 351
SCHUETZ, ALBERT A.—
Obtaining Correct Gas and Air Ratios for Combustion 325
SCHULLY, O. FOERSTER—
Advertise "Your Gas Service" 270
SELLMAN, T. M.—
Analysis of the House Heating Load, An 409
SERVICE—
Factors and Grading of Gas Service.... 259
SHAWN, GEORGE B.—
Flow of Gas Through Orifices 23
SPEAR, L. E.—
Heat Water with Gas 404
STATISTICS—
Manufactured Gas Statistics for 1921 .. 388
STEWART, REX—
Business Versus More Business 285
Dealer and Gas Company Co-operation.. 468
Effective Appeals in Advertising 173
Persistent Advertising Necessary 87
STODDARD, WILLIAM BLISS—
Combating the Post-Holiday Slump 3
Hot Water Heaters for Summer Use.... 379
Spring Good Time to Sell Gas Ranges.. 89
Successful Early Spring Gas Range Sale 283
STRANDBORG, W. P.—
Formation of the Public Utilities Advertising Association 499
Why Public Utilities Should Advertise.. 541
SYD'S SCRIBBLINGS—13, 37, 55, 78, 103, 122, 145, 205, 231, 251, 272.
SYKES, WADSWORTH C.—
The "Why of the Gas Meter" 307

T

TAYLOR, MAJOR JOHNSTONE—
Low Temperature Carbonization 561
THOMPSON, W. D.—
Bucking Competition to Get Industrial Business 266
TUPHOLME, C. H. S.—
How "Juniors" Help Gas Industry in Britain 134

V

VALENTINE, H. D.—
House Heating with Gas, Coal and Oil.. 310

W

WETZEL, GUY F.—
Manufacture of Dry Color with Industrial Gas 520
WHITTAKER, ALAN D.—
Steam Requirements at a Gas Works .. 399
WILCOX, W. D.—
Development of the Gas Industry, The.. 417
WILDE, DR.—
The Use of Coke Breeze in Conjunction with Illuminating Gas 317
WILLIAMS, FRANK H.—
Business Men Discuss Appliances 1
Getting More Women into the Salesroom 467
Stunts That Have Made Sales 377
Use These Spring-Time Promotion Stunts 175
What the Public Thinks of Our Appliance Departments 98
WOLFF, ERNST—
Gasification of Low Calorific Combustibles 246
WOODHEAD, F. A.—
Working with the Plumber 160